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7166
COPY 1 OF 3

WESTINGHOUSE
ELECTRIC CORPORATION

[redacted] STAT

FRIENDSHIP
INTERNATIONAL AIRPORT
BALTIMORE 27, MD.

6 June 1956

[redacted] STAT

Subject: Quotation for Additional Radar System Components

In Amendment No. 3, items are numbered 10

Dear George:

In response to a verbal request of [redacted] STAT Westinghouse proposes to supply the following equipment:

ITEM		QUANTITY	DESCRIPTION
10	✓ 1	13 Sets	Radar System Components each Consisting of: 1 Recorder 1 Monitor 1 Set Control 1 RF Switch 1 Power Supply 1 Adapter 1 RF Head 1 Modulator 1 Pressurizing Kit 1 Set Interconnecting Plug Fittings
11	2	2	Dual Antennae
12	✓ 3	7 Sets	Low Altitude Antennas, each set to consist of One left hand and one right antenna.
13	✓ 4	5 Sets	Necessary interconnecting cabling and auxiliary equipment to enable bench operation of the radar system components of Item 1.

Amendment No. 3

CONTAINS SENSITIVE COMPARTMENTED INFORMATION

Equine proposals

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The components of Item 1, 2 and 4 will be the same as those now being supplied under Contract FL-3011 except the design will incorporate the VA-97 Klystron in lieu of the QK-291 Klystron. The low altitude antennas, Item 3, are practically identical to the antennas being procured under Supplement 1 to Contract FL-3011.

The following delivery schedule is proposed for these items:

MONTH OF DELIVERY	ITEM 1	2	3	4
December 1956	1	-	-	1
January 1957	2	-	2	-
February 1957	2	-	1	1
March 1957	2	1	1	-
April 1957	3	1	1	1
May 1957	3	-	2	2

For the program proposed, we submit a fixed price quotation subject to redetermination as outlined in Contract FL-3011 of $1,439,424 which includes $95,717 profit based on 7% of the estimated cost. By item this quotation is comprised as follows:

ITEM	PROFIT	PRICE INCLUDING PROFIT
1	$69,969	$1,069,522 ✓ 82,271 each
2	4,723	72,193 ✓ Air Force
3	19,476	297,709 ✓
4	1,549	23,676 4,735 + each
	$95,717	$1,439,424
		1 463 100

Three copies of Cost Analysis sheets supporting these quotations are attached.

Work has started on this effort with the costs associated with Item 1 being held in one account and with Items 2, 3, and 4 in another account.

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Fifteen sets of components, as listed under Item 1, have been released for manufacture. It is proposed to determine the cost of thirteen sets at redetermination point by factoring the total cost of fifteen by 13/15ths to arrive at the cost of thirteen sets.

The factory material for Item 3 contains no provisions for factory test equipment to test the roll stabilization components. Since we are negotiating with the Air Force on a program which requires such test equipment, we are planning to include in the Air Force estimate the roll stabilization test equipment required amounting to approximately $25,000. In the event the Air Force program fails to materialize in time to meet the schedule proposed herein, a supplementary quotation for this test equipment will be made on this program.

This quotation includes an estimate for armed guards and truck drivers associated with the antenna tests under items 2 and 3. The costs associated for these services are considered peculiar to this program in that current overhead rates do not cover operations of this nature. Therefore, this labor is included as an element of direct cost.

Sincerely,

[redacted] STAT

Sales Engineer
Air Arm Division

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Encl #1

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COST ANALYSIS FOR COST PLUS FIXED FEE CONTRACTS

GENERAL - This analysis includes: Description Radar System Components

1. [x] Estimated cost for bid Qty. 13 Sets
2. [ ] Entire Contract _____ Item No. 1
3. [x] C.O. or Neg. No. AAN-30201 Contract No. -- Bid Date 6/6/56

COST ANALYSIS

		Dollar Amount
A	Direct Cost	
	(1) Direct Material	$ 514,993
	(2) Model Shop Labor 1,000 hrs @ 2.92	2,920
	(3) Model Shop Overhead (75.7% of Item 2)	2,210
	(4) Engineering Labor 13,710 @ 3.35	45,929
	(5) Engineering Overhead (75.7% of Item 4)	34,768
	(6) Drafting Labor 2,156 @ 2.24	4,829
	(7) Drafting Overhead (75.7% of Item 6)	3,656
	(8) Other Items of Direct Cost (Specify) Factory Labor 43,369 @ 2.58	111,892
	Factory O'Head 168.3%	188,314
	(9) Subtotal - Items of Direct Cost	$ 909,511
B.	General and Administrative Expense (9.9 % of Item A (9))	90,042
C.	Estimated	999,553
D.	Profit (7 % of Item C)	69,969
E.	Other Contract Performance Cost	
	Total Estimated Cost, including Profit	$ 1,069,522

This is to certify that the information contained in this report has been compiled from the records and books of this Company (or if covering a bid estimate, is based on such books and records), and to the best of our knowledge and belief, the costs and expenses shown hereon are correctly stated.

WESTINGHOUSE ELECTRIC CORPORATION

Date June 6, 1956

By [redacted] STAT

- Sales Dept.

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COST ANALYSIS
FOR
[redacted]

GENERAL - This analysis includes:

Description Dual Antennae

1. [x] Estimated cost for bid — Qty. 2
2. [ ] Entire Contract _____ Item No. 2
3. [x] C.O. or Neg. No. AAN-30201 Contract No. _____ Bid Date 6/6/56

COST ANALYSIS

		Dollar Amount
A	Direct Cost	
	(1) Direct Material	$ 27,170
	(2) Factory Labor 5128 @ 2.40	12,307
	(3) Factory Overhead (168.3% of Item 2)	20,713
	(4) Engineering Labor 200 @ 3.42	684
	(5) Engineering Overhead (75.7% of Item 4)	518
	(6) Drafting Labor	
	(7) Drafting Overhead (____% of Item 6)	
	(8) Other Items of Direct Cost (Specify)	
	(9) Subtotal - Items of Direct Cost	$ 61,392
B.	General and Administrative Expense (9.9 % of Item A (9)	6,078
C.	Estimated	67,470
D.	Profit (7 % of Item C)	4,723
E.	Other Contract Performance Cost	
	Total Estimated Cost, including Profit	$ 72,193

This is to certify that the information contained in this report has been compiled from the records and books of this Company (or if covering a bid estimate, is based on such books and records), and to the best of our knowledge and belief, the costs and expenses shown hereon are correctly stated.

WESTINGHOUSE ELECTRIC CORPORATION

Date 6/6/56

By [redacted] STAT
Sales Department

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COST ANALYSIS
FOR
[redacted]

GENERAL - This analysis includes: Description Low Altitude Antennae

1. [x] Estimated cost for bid — Qty 7 sets
2. [ ] Entire Contract ____ Item No. 3
3. [x] C.O. or Neg. No. AAN-30201 Contract No. ____ Bid Date 6/6

COST ANALYSIS

		Dollar Amount
A	Direct Cost	
	(1) Direct Material	$ 145,240
	(2) Factory [redacted] Labor 11.702 @ 2.45	28,670
	(3) Factory [redacted] Overhead (168.3% of Item 2)	48,252
	(4) Engineering Labor 4810 @ 3.25	15,632
	(5) Engineering Overhead (75.7 % of Item 4)	11,833
	(6) Drafting Labor 900 @ 2.24	2,016
	(7) Drafting Overhead (75.7 % of Item 6)	1,526
	(8) Other Items of Direct Cost (Specify)	
	(9) Subtotal - Items of Direct Cost	$ 253,169
B.	General and Administrative Expense (9.9 % of Item A (9)	25,064
C.	Estimated	278,233
D.	Profit [redacted] (7 % of Item C)	19,476
E.	Other Contract Performance Cost	
	Total Estimated Cost, including Profit [redacted]	$ 297,709

This is to certify that the information contained in this report has been compiled from the records and books of this Company (or if covering a bid estimate, is based on such books and records), and to the best of our knowledge and belief, the costs and expenses shown hereon are correctly stated.

WESTINGHOUSE ELECTRIC CORPORATION

Date 6/6/56

By [redacted]
Sales Department

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~~COST ANALYSIS~~
FOR
COST PLUS FIXED FEE CONTRACTS

GENERAL - This analysis includes: Description Interconnecting Cabling

1. [x] Estimated cost for bid Qty. 5
2. [ ] Entire Contract ____ Item No. 4
3. [x] C.O. or Neg. No. AAN-30291 Contract No. -- Bid Date 6/6/56

COST ANALYSIS

		Dollar Amount
A	Direct Cost	
	(1) Direct Material	$ 2,375
	(2) ~~Shop~~ Factory Labor 1,619 @ 3.04	4,922
	(3) Model Shop Overhead (168.3% of Item 2)	8,284
	(4) Engineering Labor 430 @ 3.42	1,471
	(5) Engineering Overhead (75.7 % of Item 4)	1,114
	(6) Drafting Labor 500 @ 2.24	1,120
	(7) Drafting Overhead (75.7 % of Item 6)	848
	(8) Other Items of Direct Cost (Specify)	
	(9) Subtotal - Items of Direct Cost	$ 20,134
B.	General and Administrative Expense (9.9 % of Item A (9)	1,993
C.	Estimated	22,127
D.	~~Fixed Fee~~ Profit (7 % of Item C)	1,549
E.	Other Contract Performance Cost	
	Total Estimated Cost, including ~~Fixed Fee~~ Profit	$ 23,676

This is to certify that the information contained in this report has been compiled from the records and books of this Company (or if covering a bid estimate, is based on such books and records), and to the best of our knowledge and belief, the costs and expenses shown hereon are correctly stated.

WESTINGHOUSE ELECTRIC CORPORATION

Date June 6, 1956

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